

PHILIP MORRIS  
~~YEAR END SALES PROJECTIONS~~  
 (FY 215.3)

Y.T.D 12/11	199.6	
12/18	5.0	125% ALLOCATION

TOTAL	204.6	
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OFFER:

REQUIRED	10.7b	
275% (12/21-31)	11.7b	

80% = 9.4	214.0	
85% = 10.0	214.6	
90% = 10.5	215.1	
92% = 10.8	215.4	
95% = 11.1	215.7	

OFFER:

REQUIRED	10.7b	
300% (12/21-31)	12.7b	

80% = 10.2	214.8	
85% = 10.8	215.4	
90% = 11.4	216.0	
92% = 11.7	216.3	
95% = 12.1	216.7	

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